



Company Presentation

Strategy

Targeting to c936 MW installed and 44 MW under construction
at end 2017

Critical mass of installed c1.000 MW will enable the company both to
enhance distributions to shareholders and, in parallel, take advantage of
new investment opportunities in the sector

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income a.m.	Ch%
225.5	+13.5	115.7	+16.5	36.2	+19.4	20.6	+21.9

Developments



Current installed capacity: 738 MW - Total installed, under construction or ready to build capacity: 980 MW



Wind Load Factor (LF) at 28.1% in FY 2016 vs 27.9% in FY 2015



48 MW wind park are finishing construction (Greece) - 150 MW (US) plus 44 MW (Greece) are under construction already



SECTION 1

Overview

Portfolio

Diversified portfolio of RES projects

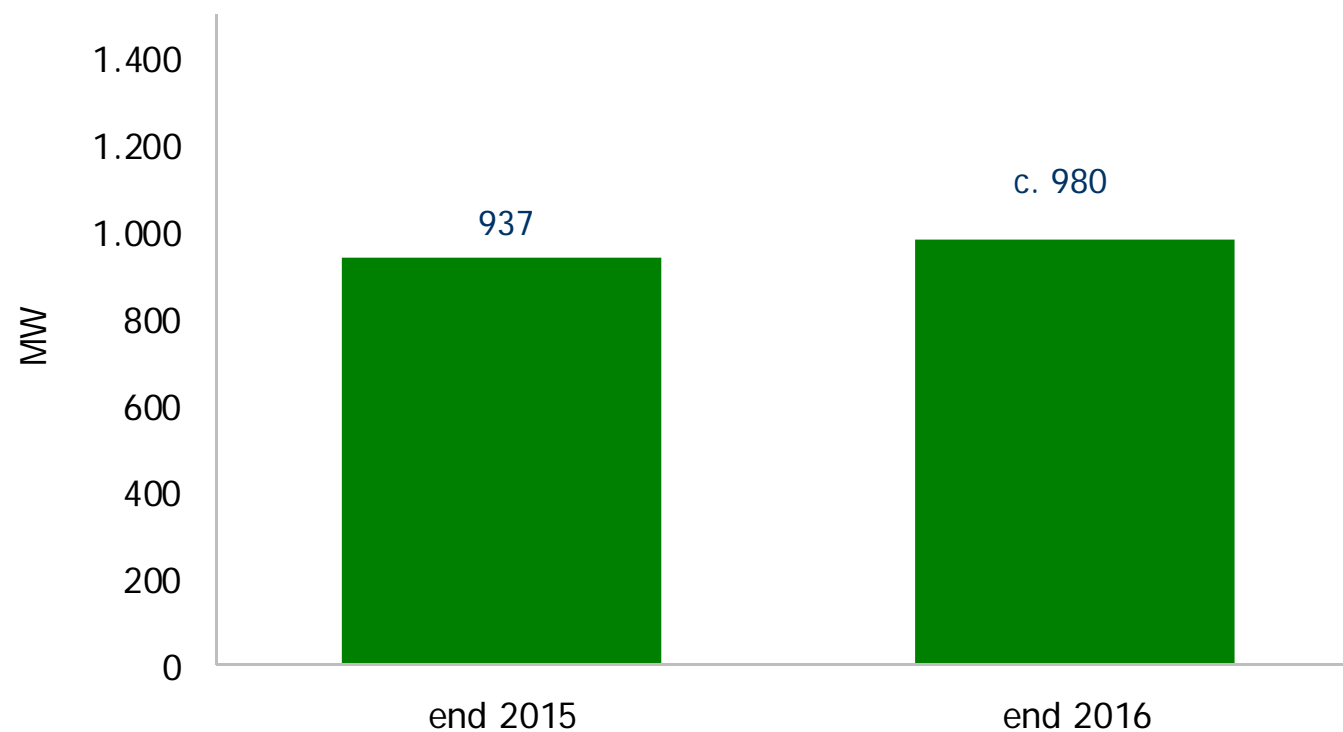
Expansion outside Greece

Status		Wind (MW)	SHPS & Pump Storage (MW)	P/V (MW)	Biomass & Co-generation (MW)
In operation	<i>Greece 468</i> <i>Poland 102</i> <i>Bulgaria 30</i> <i>USA 138</i>	711	18	8.5	1
Under construction (or ready to built)	<i>Greece 92</i> <i>USA 150</i>	242			
With production licence		1.605	761	18	
Application for production license filed		3.263	3.444	15	19

Wind projects: business plan roll-out

Current RES in operation/under construction: 980 MW

Installed & under construction capacity or ready to built at year end



Load Factor

Average Load Factor at 28.6%

Load Factor	FY 2016	FY 2015
Terna Energy Wind excluding those at testing period	28.1%	27.9%
Terna Energy Total Including Mini Hydro and PV	28.6%	28.2%

Key BS items

€ million	FY 2016	FY 2015
Net Debt	554.5	394

Net debt increasing due to accelerating new investments

Key CF items

€ million	FY 2016	FY 2015
Operating Cash Flow (before WC changes)	116.2	103.8

€ million	FY 2016	FY 2015
CAPEX	150.7	79.7
CAPEX will be boosted in 2016		

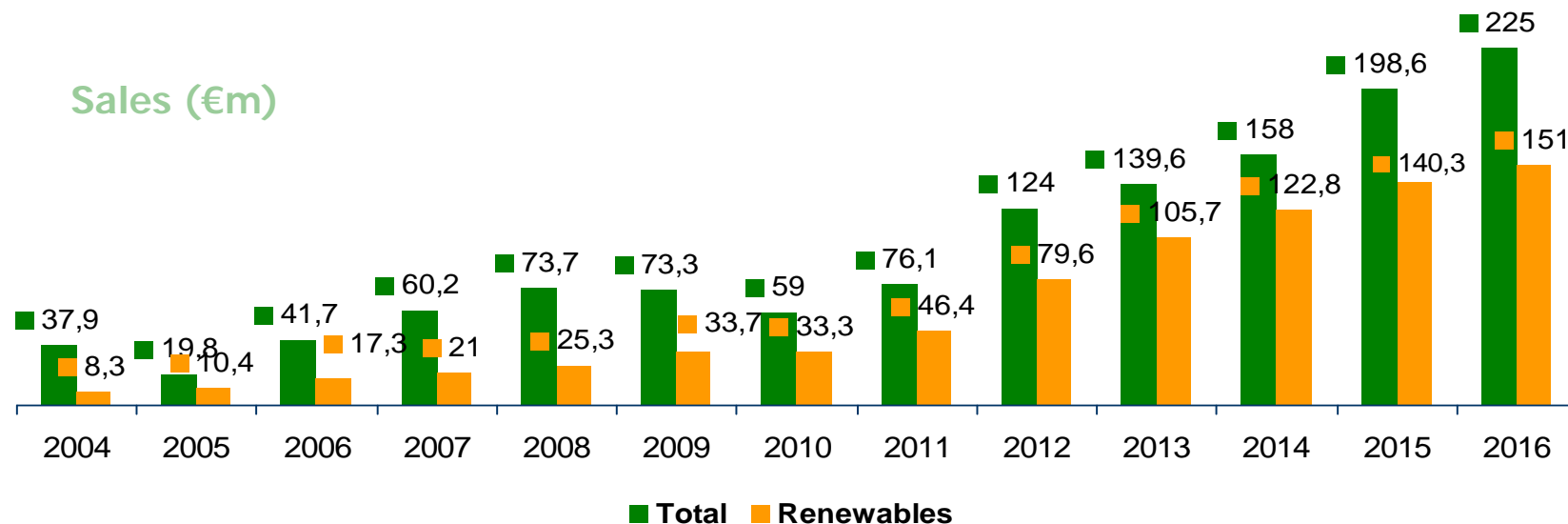


SECTION 2

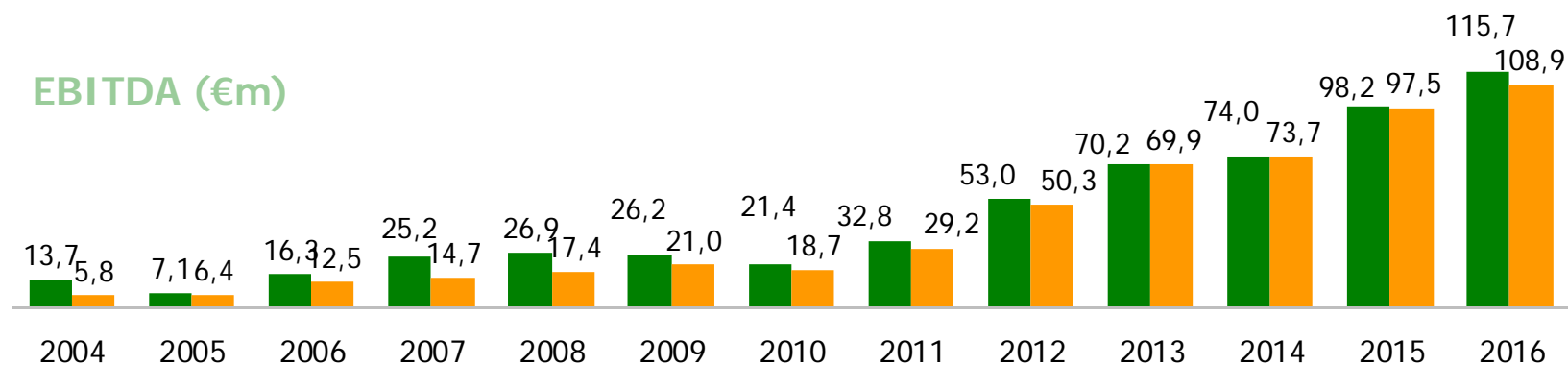
Financial overview

Historic financials

Sales (€m)



EBITDA (€m)



Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
Segments	FY 16	FY 15	Ch%	FY 16	FY 15	Ch%	FY 16	FY 15	Ch%	FY 16	FY 15	Ch%
Energy from RES	151.1	140.3	7.7	109.0	97.6	11.7	66.6	58.7	13.5	18.0	17.9	0.6
Construction	30.3	20.2	50	6.4	1.2	433.3	6.3	1.1	472.7	3.4	-0.8	-252.0
Electric Energy Trading	31.5	26.8	17.5	0.4	0.4	0.0	0.4	0.4	0.0	0.3	0.3	0.0
Concessions (e-ticket)	12.7	11.3	12.4	0.0	0.1	-100.0	0.0	0.1	-100.0	-0.3	0.0	n/a
Total	225.6	198.6	13.6	115.8	99.3	16.6	73.3	60.3	21.6	21.4	17.4	23.0

Capital structure and dividend policy

Funding of RES projects on the basis of
30% equity/70% project finance debt

Cash distributions to shareholders to increase based on the increased
installed capacity



APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS FY 2016		
	1/1 - 31/12	1/1 - 31/12
	2016	2015
Continuing Operations		
Net Sales	225,560	198,608
Cost of goods sold	(151,358)	(131,276)
Gross Profit	74,202	67,332
Administration Expenses	(12,269)	(11,422)
RnD Expenses	(1,152)	(2,370)
Other Income/expenses	13,969	9,147
Operating results	74,750	62,687
Net Financial Income/Expenses	(39,448)	(32,162)
Gains / (Losses) from financial instruments measured at fair value	1,069	-
Share losses of associates	(80)	(139)
Pre tax profit	36,291	30,386
Taxes	(14,912)	(12,939)
Net Profit from continuing operations	21,379	17,447
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	(16)	3
Actuarial Gain/Loss from Defined Benefit Plans	24	(35)
Cash Flow Hedge Gain/(Losses)	(873)	1,032
Capital Increase Expenses	(163)	(173)
Income tax recognized directly in Equity	450	132
Other income/expenses for the period net of income tax	(578)	959
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	20,801	18,406
Net results attributed to:		
Shareholders of the parent from continued activities	20,648	16,913
Minority interest from continued activities	731	534
Total income attributed to:		
Shareholders of the parent from continued activities	20,077	17,882
Minority interest from continued activities	724	524
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	0.1960	0.1585
Average weighted number of shares	105,342,255	106,695,430

Balance Sheet

BALANCE SHEET – FY 2016		
	31/12/2016	31/12/2015
<u>ASSETS</u>		
Fixed assets	970,577	858,667
Investment Property	530	575
Intangible assets	27,102	30,319
Participations and other long-term financial assets	46,919	30,112
Inventories	4,063	2,882
Trade receivables	83,516	59,519
Other current assets	140,505	96,610
Cash & cash equivalents	164,399	143,604
TOTAL ASSETS	1,437,611	1,222,288
<u>LIABILITIES AND EQUITY</u>		
Share capital	32,794	32,794
Other equity	316,066	309,081
Total shareholders' equity	348,860	341,875
Minority interests	6,370	4,906
Total Equity	355,230	346,781
Long term bank debt	567,175	393,581
Provisions/ Other L/T Liabilities	236,286	306,615
Short term bank debt	100,681	92,491
Other S/T Liabilities	178,239	82,820
TOTAL LIABILITIES	1,082,381	875,507
TOTAL LIABILITIES AND EQUITY (a) + (b)	1,437,611	1,222,288

CASH FLOW

CASH FLOW STATEMENT – FY 2016		
	1/1-31/12/2016	1/1-31/12/2015
Operating activities		
Profit before tax	36,291	30,386
Plus/less adjustments for:		
Depreciation	53,294	48,799
Provisions	120	99
Impairments	536	-
Interest and related income	(1,457)	(1,933)
Interest and related expenses	40,905	34,095
Results from intangible and tangible assets and from investment property	(156)	-
Amortization of grants	(10,868)	(10,873)
Share losses of associates	80	139
Loss from investments and securities	(586)	1,100
Results from derivatives	(1,069)	
Exchange Differences	(821)	(2,401)
Other adjustments	-	4,393
Operating profit before changes in working capital	116,269	103,804
Plus/Less adjustments for working capital account movements or related to operating activities		
Decrease / (increase) in inventories	(1,181)	(418)
Decrease / (increase) in receivables	(84,793)	(40,636)
(Decrease) / increase in liabilities (other than to banks)	7,392	8,038
(Less):		
Taxes paid	(9,437)	(7,722)
Total inflows / (outflows) from operating activities (a)	28,250	63,066
Investing activities		
Purchases of tangible & intangible assets	(145,474)	(85,930)
Interest received	1,171	1,560
Net change in provided loans		(500)
(Purchase) / Sale of shares	9,622	(10,000)
Total inflows / (outflows) from investing activities (b)	(134,731)	(94,870)
Financing activities		
Outflows from share capital decrease	-	(8,990)
Proceeds from share capital increase	1,125	1,651
Purchases of treasury shares	(3,250)	(1,597)
Net change in long-term loans	219,658	71,171
Net change in short-term loans	(45,777)	(15,397)
Interest and related expenses paid	(34,479)	(37,111)
Dividends paid	(8,697)	(315)
Financial assets/liabilities	(2,882)	(2,261)
Total inflows / (outflows) from financing activities (c)	125,698	7,151
Effect of FX differences on cash equivalents (d)	1,578	(546)
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) +(d)	20,795	(25,199)
Cash and cash equivalents at the beginning of the period	143,604	168,803
Cash and cash equivalents at the end of the period	164,399	143,604